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California Partnership for Long-Term Care
MS 4100, PO Box 997413
Sacramento, CA 95899-7413



California Partnership for Long-Term Care



Agent Seminars 2006
8-Hour CE Credit



Concord • May 11
Garden Grove • May 18

Dates & Locations

Thursday, May 11, 2006

Holiday Inn Concord

1050 Burnett Avenue

(925) 687-5500

(Room Reservations Only)

Thursday, May 18, 2006

Embassy Suites Garden Grove

11767 S. Harbor Boulevard

(714) 539-3300

(Room Reservations Only)

Registration

Registration Fee: **\$85**

Late Registration Fee: **\$105**

(Covers educational materials
and lunch)

Cancellation Fee: **\$25**

(See Cancellation Policy)

Each registrant must submit a
completed registration form.

Late Registration Dates:

April 27, 2006 Northern CA

May 4, 2006 Southern CA

background

The California Partnership for Long-Term Care is a special program of the California Department of Health Services (DHS), in partnership with a select group of private insurance companies. The Partnership's mission is to make high quality, affordable long-term care insurance policies available to moderate- and middle-income Californians to protect them from financial impoverishment and delay or prevent their reliance on Medi-Cal if they become faced with the high costs of long-term care. The Partnership insurers offer high-quality long-term care insurance policies that meet stringent standards set by DHS and the Department of Insurance. In addition to containing high quality provisions, only Partnership long-term care insurance policies provide asset protection for those policyholders who end up utilizing Medi-Cal services.

focus

To better help insurance agents service their clients, this **advanced training seminar** is designed to help them fully understand the nuances and aspects of the Partnership long-term care insurance product.

who should attend

Agents who have completed the necessary training to sell Partnership policies and who are actively marketing this product. **THERE IS LIMITED SEATING AVAILABLE FOR THESE SEMINARS. REGISTRATION IS ON A FIRST-COME, FIRST-SERVE BASIS.**

continuing education

This is not an introductory course and does not take the place of the eight-hour classroom training initially required to sell Partnership policies. Credit will not be issued if this requirement has not been met. Agents will earn **EIGHT** additional hours of Partnership CE Credit by attending this seminar.

cancellation policy

No-shows will be charged the full registration fee. Cancellations received in writing up to one week prior to each seminar will be subject to a \$25 processing fee. After that date, substitutions are allowed, but no refunds will be provided.

agenda

May Agent Seminar 2006

eight-hour ce course

Registration & Sign-In

For those attending this class, please arrive by **7:45 a.m.** to allow time for sign in.

Course Outline

- 8:15 a.m. Welcome & Introductions
- 8:30 a.m. Seminar Begins
- 12:30 p.m. LUNCH
- 1:30 p.m. Seminar
- 4:00 p.m. Closing Remarks

Topics Covered

- Consumer Education and Outreach
- The Target Market
- Partnership Publications
- Interactive CD Panel
- Care Management
- Proposed Medi-Cal Changes
- Employer Market and Tax Deductibility



“Breaking Down the Partnership Policy: The Essential Components” is the theme for the 2006 Agent Seminars. We are pleased to announce that agents attending this course will earn 8 hours of Partnership CE. The Interactive CD will be a focal point of this year’s meeting and will be integrated into many of the presentations. In addition, there will be a panel discussion led by agents who beta-tested the Interactive CD in the field. Partnership staff will be available to answer agent questions and assist with the purchase of this marketing tool. Additional Partnership marketing materials, including brochures and videos (8-minute/32-minute) will also be available for sale. We look forward to seeing you there and having another successful agent seminar in 2006!

Please register at least three weeks prior to the seminar to ensure that sufficient training materials and seating are available. Seating is Limited.

To register, mail this form with your payment (check or money order - sorry, no credit cards) to:

Brown•Miller Communications, Inc.
1114 Jones Street
Martinez, CA 94553-1814
Tel: (866) 869-8999
Fax: (925) 370-9811

Please enclose a check or money order in the amount of **\$85 payable to: Brown•Miller Communications, Inc.**

Brochures and videos will be available for purchase at the seminar by check only. (No cash or credit cards.)

Late Registration Dates:
Apr. 27, 2006 Northern CA
May 4, 2006 Southern CA

Late Registration Fee is \$105.

Cancellation Fee is \$25

registration form

Please complete a separate form for each registrant.

PLEASE CHECK WHICH SEMINAR YOU PLAN TO ATTEND:
☐ Concord (Thursday, May 11) ☐ Garden Grove (Thursday, May 18)

Name

Title

Organization/Agency

Address

CityStateZip

E-mail:

DOI License#

Telephone #

Fax#

☐ I have completed the eight-hour classroom Partnership course.

Signature

Special Dietary Needs: (e.g. Vegetarian)

Special Accommodations: (e.g. Wheelchair)

Both hotels are offering special room rates for attendees staying the night before the seminars. In Concord and Anaheim, ask for the Brown•Miller block.
For questions about Registration, call Brown•Miller at (866) 869-8999.
For questions about CE credit, call the Partnership at (916) 552-8990.